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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 7	<ul style="list-style-type: none"><li>Pricing and Condition Technique: The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.</li></ul>

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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q56-Q61):

### NEW QUESTION # 56

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In the order header, set the Complete Delivery indicator.
- B. In the order header, set Order Combination to allowed.
- C. In each order item, set Partial Deliveries to required.
- D. In each order item, set Complete Delivery to required.

**Answer: C**

Explanation:

Sales Process and Analytics

### NEW QUESTION # 57

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must set up a periodic billing plan for the invoice list creation.
- B. You must send the payer a single invoice list instead of the individual invoices.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You use preliminary billing documents for the invoice list creation.

**Answer: B,C**

Explanation:

Characteristics of an invoice list process include:

B . You must send the payer a single invoice list instead of the individual invoices: This consolidates multiple invoices into a single document for the payer.

C . You must create an invoice list at specified time intervals or on specific dates: This defines the periodic nature of invoice list creation, bundling invoices over a set period.

### NEW QUESTION # 58

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Index indicator for condition type K029.
- B. You need to set up condition type K029 as a group condition.
- C. You need to set the Condition Update indicator for condition type K029.
- D. You need to set up condition type K029 as a header condition.

**Answer: B**

### NEW QUESTION # 59

What must every condition record contain?

Note: There are 2 correct answers to this question.

- A. Quantity
- B. Scale

- C. Validity period
- D. Calculation type

**Answer: A,C**

Explanation:

Every condition record in SAP must contain:

D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.

C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.

While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

### NEW QUESTION # 60

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must set up a periodic billing plan for the invoice list creation.
- B. You must send the payer a single invoice list instead of the individual invoices.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You use preliminary billing documents for the invoice list creation.

**Answer: B,C**

### NEW QUESTION # 61

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